

**LEON COUNTY
MARKET SUMMARY for 10/1/04-05 COVERAGE PERIOD**

Market

Response

Package:

Florida League of Cities

Declined to Quote

FACT

Declined to Quote

St. Paul Travelers

No WC and Property Terms Not Favorable

Trident/Argonaut

No WC and Property Terms Not Favorable

PRU/Ace

Estimated 10% higher premium and differences in coverage.

Property:

Layered/Open Brokerage Markets
(Lexington, Westchester, Travelers, etc.)

Cannot compete with PGIT Property Rate

PRU/Lloyds

Cannot compete on Pricing.

Excess Workers Compensation:

Ace

Minimum Retention \$500,000; pricing not competitive.

Employer's Re

Minimum Retention \$1,000,000; pricing not competitive.

AIG

Declined

Hartford
share

Declined – continuing to decrease market

Safety National

Declined - class

C N A

Declined

Pollution:

Gulf (Incumbent)
tanks.

Declined to offer renewal due to age of

Arch

Declined to quote due to age of tanks.



220 South Ridgewood Avenue (32114)
P.O. Box 2412 ▪ Daytona Beach, FL 32115
386/252-9601 ▪ FAX 386/239-5729

August 27, 2004

Ms. Karen Harrell
Leon County
301 S. Monroe St.
Suite 201
Tallahassee, FL 32301

Dear Karen,

Per our discussion, for the renewal we contacted both FACT and the League of Cities:

FACT is a market that is unwilling to work with Independent Agents. It is our understanding that FACT does not have the ability to write Property or Workers Comp coverage which would cause them to be non competitive on Leon County's program.

League of Cities is unwilling to work with Independent Agents. In addition, the PGIT program provides coverage and service advantages that LOC is unable to offer.

If you need any additional information please let me know.

Kindest regards,

A handwritten signature in black ink, appearing to read "Steve Farmer".

Steve Farmer
Vice President